Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Message Text

UNCLASSIFIED

PAGE 01 STATE 067464
ORIGIN EA-12

INFO OCT-01 ISO-00 COME-00 EB-08 /021 R

DRAFTED BY EA/TIMBS:REFRITTS:LGR
APPROVED BY EA/TIMBS:ROBERT E. FRITTS
EA/PHL - MR. FLECK (SUBST)
COMMERCE/ITA - MR. BARNES (SUBST)
EA/EP - MR. GEBER (SUBST)
----------003674 161129Z /14
R 160224Z MAR 78
FM SECSTATE WASHDC
TO AMEMBASSY BANGKOK
AMEMBASSY KUALA LUMPUR
AMEMBASSY SINGAPORE
AMEMBASSY JAKARTA
AMEMBASSY MANILA

UNCLAS STATE 067464

E.O. 11652: NA

TAGS:

SUBJECT: COMMERCIAL ASSISTANCE: INFORMATION SCIENCE INTERNATIONAL, INC. (INSCI)

1. EDGAR MITCHELL (FORMER ASTRONAUT), PRES., EDGAR D. MITCHELL CORP. (EMCO), JOHN MACGUFFIE, PRES., INSCI INT'L, INC, AND CHRISTIAN A. HERTER, JR. (CORPORATE POLICY SVCS) VISITED DEPT OFFICERS MARCH 13 TO DISCUSS PROSPECT OF INSCI INT'L (TO WHICH OTHER TWO FIRMS RELATED) EXPANDING ITS COMPUTERIZED PERSONAL DATA SERVICES AND SYSTEMS TO ADVANCED DEVELOPING COUNTRIES (ADCS) IN ASIA. FIRM HAS UNTIL NOW FOCUSED ON US AND EUROPE, BUT WISHES TO EXPLORE ASIAN POSSIBILITIES.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STATE 067464

2. COMPANY OFFICERS (PROBABLY THOSE LISTED ABOVE) ARE CONSIDERING VISITING ASEAN COUNTRIES (PLUS ROK AND TAIWAN) IN LATE SPRING. THEY HAVE REQUESTED USG/EMB ASSISTANCE ON (A) ASSESSING WHETHER AN EXPLORATORY VISIT IS WORTHWHILE, AND (B) NAMES OF APPROPRIATE CONTACTS/INSTITUTIONS. MUCH OF COMPANY'S PREVIOUS WORK HAS BEEN IN PRIVATE FIELD, BUT THEY ASSUME PUBLIC SECTOR (CIVILIAN AND MILITARY) WOULD BE

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

FOCUS IN MOST ASEAN STATES.

3. INSCI MEMO DESCRIBES ITS ACTIVITIES AS FOLLOWS
(BEGIN QUOTE):

INFORMATION SCIENCE IS WORLD'S LEADING DESIGNER, DEVELOPER, AND INSTALLER COMPUTER-BASED PERSONNEL SYSTEMS FOR SUBSTANTIALLY INCREASING ORGANIZATIONAL CAPABILITY AND PERFORMANCE IN GOVERNMENT AND INDUSTRY.

SOPHISTICATED SYSTEMS ARE HELPING MORE THAN 400 ORGANIZATIONS WORLDWIDE WITH COMBINED TOTAL OF FIVE MILLION EMPLOYEES TO COMPREHEND AND CONTROL LARGEST AND MOST COMPLICATED AND CHALLENGING EXPENSES: PEOPLE.

INSCI ALSO HAS CONSIDERABLE EXPERIENCE IN ALL MAJOR GOVERNMENT AREAS, BOTH CIVILIAN AND MILITARY. INDEED, INSCI EXECUTIVES HAVE BEEN DIRECTLY RESPONSIBLE FOR US AIR FORCE AND US ARMY OPERATING PERSONNEL DATA SYSTEMS.

INSCI SYSTEMS ARE COMPLETELY FLEXIBLE, SO THEY MAY BE ADAPTED TO CUSTOMS, POLICIES, AND LAWS OF JUST ABOUT ANY COUNTRY, NO MATTER WHAT STAGE OF DEVELOPMENT IT IS AT. AND MOST COUNTRIES HAVE THE COMPUTING CAPACITY TO EMPLOY THESE SYSTEMS WITHOUT INCURRING SUBSTANTIAL NEW OBLIGATIONS AND EXPENSES.
UNCLASSIFIED

UNCLASSIFIED

THESE SYSTEMS HAVE SIGNIFICANT ADVANTAGE ABOVE AND BEYOND THE CONTROL OF PERSONNEL COSTS. THEY ENABLE USERS TO UNDERSTAND A GREAT DEAL MORE ABOUT ALLOCATION OF THEIR MOST PRECIOUS RESOURCE: PEOPLE. THAT IS BECAUSE THEY PROVIDE BASIS ENHANCING EMPLOYEE SKILLS AND JOB SATISFACTION, THEREBY INCREASING PRODUCTIVITY.

THE POINT IS THEY MAKE IT POSSIBLE TO PUT RIGHT PEOPLE IN RIGHT JOBS, WHICH IS ANY ORGANIZATION'S ULTIMATE OBJECTIVE.

THE PRINCIPAL INSCI SYSTEMS ARE CONCERNED WITH: PAYROLL-, PERSONNEL RECORDS, EMPLOYMENT HISTORIES, EMPLOYEE PROFILES, CAREER OPPORTUNITIES. IN ADDITION TO THESE SOFTWARE PROGRAMS, INSCI RECENTLY INTRODUCTED THE HRC-III (HUMAN RESOURCE COMPUTER). THE HRC-III IS A COMPLETELY AUTONOMOUS FREE-STANDING HARDWARE/SOFTWARE SYSTEM WHOLLY DEDICATED TO THE PERSONNEL FUNCTION. IT PROVIDES SIGNIFICANT COST/PERFORMANCE BENEFITS, AND GIVES PERSONNEL MANAGERS EXCLUSIVE CONTROL OVER EMPLOYEE RECORDS, THEIR ACCESS AND THEIR SECURITY. END QUOTE.

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

4. REPS HAVE STRESSED THAT THEIR SERVICES CAN BE SIMPLE OR SOPHISTICATED. THEY DEPEND, HOWEVER, ON ADEQUATE

COMPUTER ACCESS AVAILABILITY (ONE OF THE SURROGATE INDICATORS IN THAT REGARD IS A RESIDENT OFFICE OR HISTORY IN THE CUSTOMER COUNTRY OF IBM OR OTHER MAJOR COMPUTER FIRM). REPS STATE THEY HAVE BEEN SUCCESSFUL IN USING RELATIVELY UNSKILLED LABOR OBVIATING ANY EXTENSIVE NEED FOR PROFESSIONAL COMPUTER PROGRAMMERS.

5. DEPT HAS OUTLINED BASIC ECONOMIC AND PERSONNEL MAN-POWER SITUATIONS IN ASEAN COUNTRIES STRESSING DISTINCTIONS, FOR EXAMPLE, BETWEEN SINGAPORE AND INDONESIA. COMPANY
UNCLASSIFIED

UNCLASSIFIED

REPS ORIGINALLY PLANNED VISIT ONLY SINGAPORE, MALAYSIA AND PHILIPPINES BUT ARE INTERESTED AS WELL IN THAILAND AND INDONESIA IF, IN EMBASSY'S OPINION, VISIT WOULD BE USEFUL. DEPT HAS INDICATED THAT ONCE REPS ARE IN AREA, A VISIT TO ALL FIVE COUNTRIES WOULD PROBABLY IN ANY EVENT BEGIN TO BUILD AWARENESS OF PRODUCT POSSIBILITIES.

6. ACTION REQUESTED: WOULD APPRECIATE EMBASSY COMMENTS ON MARKETABILITY INSCI SERVICES AND, IF POSITIVE, NAMES AND ADDRESSES APPROPRIATE PERSONS/ORGANIZATIONS. INFO WILL BE PASSED TO INSCI INT'L. VANCE

UNCLASSIFIED

NNN

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 16 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE067464
Document Source: CORE
Document Unique ID: 00
Drafter: REFRITTS:LGR
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780117-0099
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780359/aaaabxvn.tel
Line Count: 147
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 35dda1c5-c288-dd11-92da-001cc4696bcc
Office: ORIGIN EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 01 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3303198
Secure: OPEN
Status: NATIVE
Subject: COMMERCIAL ASSISTANCE: INFORMATION SCIENCE INTERNATIONAL, INC. (INSCI)
TAGS: BTRA, (MITCHELL, EDGAR D)
To: BANGKOK KUALA LUMPUR MULTIPLE
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/35dda1c5-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014